AP140-1

PAPER MERCHANT SALES REPORT September, 1990

(by NPTA Region)	Sales per Selling Day September, 1990 Compared to September, 1989	Sales per Selling Day September, 1990 Compared to August, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of September 1989	1990	Calendar Day Cost of ending September Inventory 1989	1990
INDUSTRIAL							
1	- 8.7	- 3.2	- 0.1	44	37	54	51
2	- 8.9	- 2.2	- 0.3	35	40	53	57
3	- 4.0	+10.0	- 2.3	38	38	59	58
4	+ 3.2	+ 5.5	- 0.4	40	41	61	56
5	+ 5.9	+ 1.9	+ 6.6	37	34	56	55
6	- 2.4	- 2.9	- 5.8	41	41	62	64
7	+ 4.0	- 6.4	+ 2.9	36	33	54	56
8	- 3.8	+ 2.6	+ 1.1	36	37	52	55
9	- 1.9	- 0.2	+ 3.4	39	36	54	58
NY	- 5.0	- 2.7	+ 5.3	46	47	**	**
CHICAGO	+ 2.2	+ 4.4	- 3.0	46	41	78	61
LA	- 2.1	+ 1.2	+ 2.5	43	42	57	55
US	- 2.2	+ 3.2	0.0	39	38	55	56
PRINTING							
1	- 5.7	+ 2.2	- 0.8	46	45	53	46
2	+ 1.0	+ 2.7	- 0.8	42	45	58	53
3	+ 3.6	+ 6.0	- 1.0	41	42	71	66
4	+ 7.0	+ 6.7	+ 5.6	42	44	57	57
5	+ 3.1	+ 8.1	+ 2.6	38	39	69	72
6	+ 6.1	+ 2.2	+ 3.1	43	42	74	73
7	- 0.8	- 3.8	- 2.9	38	36	62	56
8	+ 8.4	+ 2.0	+ 7.8	40	39	64	62
9	+ 8.7	+ 5.8	+ 4.3	39	37	55	64
NY	+ 4.6	+ 6.6	+ 1.5	41	40	52	61
CHICAGO	- 4.9	- 2.0	+ 4.6	42	41	60	70
LA	+ 2.0	- 0.7	+ 6.0	39	40	74	77
US	+ 2.5	+ 3.7	+2.1	41	41	64	63

SEPTEMBER'S SALES CHANGES. *PRINTING* sales increases for September are slightly lower than in August, but the printing Producer Price Index remained negative for the eighth month in a row. Printing volume sales are likely up at least 3% this year. Region 8 remains high both for the month and the year, and Region 7 year-to-date sales do not look exciting. *INDUSTRIAL* sales had another month of decreased sales (in dollars), and the industrial producer price index stays near zero. Region 5 and New York Metro continue to show the highest year-to-date increases and Region 6 continues with the greatest decrease for the year.

DAYS OUTSTANDING for September are unchanged from August and last year. **INVENTORY DAYS** show virtually no changes for industrial goods and printing goods still show a slight drop from 1989 and a drop of three days from August's figures.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

For information about this report or other Research Department services, call George Cain, Research Director, at 516-829-3070.